

# Cross Cultural Negotiation

## Week 3 External Links

- **The Role of Culture in the Negotiation Process**  
[http://papers.ssrn.com/sol3/papers.cfm?abstract\\_id=916017](http://papers.ssrn.com/sol3/papers.cfm?abstract_id=916017)
- **Culture Matters: 6 Tips for Improving the Cross-Cultural Competency of Offshore Teams**  
<http://www.sourcingmag.com/content/c060911a.asp>
- **These Diagrams Reveal How To Negotiate With People Around The World**  
<http://www.businessinsider.com/communication-charts-around-the-world-2014-3>